

BioPorto Diagnostics Inc. is the US subsidiary of BioPorto A/S, a Copenhagen-based in-vitro diagnostics company that provides diagnostic tests and antibodies to clinicians and researchers around the world. We use our antibody and assay expertise to transform novel research tools into clinically actionable biomarkers that can make a difference in patients' lives. Our pioneering product portfolio includes The NGAL Test™, a novel biomarker assay designed to aid in the risk assessment of acute kidney injury, a potentially life-threatening condition that affects over 13 million adults and children worldwide.

Working here means being entrepreneurial, thinking “big” and banding together to change the course of medicine. As a Medical Science Liaison (MSL), you will have the opportunity to play a pivotal role in a new product launch and, by channeling our scientific capabilities, will make a significant positive impact on the lives of patients.

POSITION SUMMARY

The Medical Science Liaison (MSL) is responsible for serving as the nephrology field expert to internal colleagues as well as a scientific peer and resource within the medical community, providing on floor education and real time support in the hospital and laboratory setting. Our MSLs are instrumental in the overall success of our organization by serving as a strategic resource in educating clinical teams on the applications of our products. The Medical Science Liaison frequently interacts with our marketing and sales force, Key Opinion Leaders (KOLs), and other health care professionals such as department chiefs, critical care teams, ICU staff, laboratory staff and executives. A large portion of the MSL's time is spent in the hospital, educating staff on ordering the tests, helping with interpretation of test results and identifying other possible areas of product use. The MSL is expected to stay abreast of the latest healthcare advancements in the field of nephrology, critical care and related fields as well as the product offerings of BioPorto and our competitors and the ability to translate this deep knowledge into meaningful conversations with various stakeholders.

MAIN DUTIES AND RESPONSIBILITIES

Specific duties and responsibilities of the Medical Science Liaison include, but are not limited to:

- Establish and maintain peer-peer relationships with Key Opinion Leaders at hospitals, laboratories and clinics
- Consistently demonstrate product value throughout interactions with KOLs and other healthcare and laboratory professionals
- Ensure proper and effective use of products through proper training and education to sales team and hospital staff
- Help to define clinical use-cases, leveraging the industry standards as they are being created as well as active areas of research
- Critically review literature
- Act as a bridge between healthcare companies and the health care professionals actively managing patients
- Educate and train marketing and field-based sales staff to ensure consistent and accurate messaging

- Host advisory boards and online meetings
- Engage in speaking opportunities
- Consult with product developers and medical professionals
- Collaborate with physicians on medical affairs initiatives including publications, advisory boards, medical education opportunities, training, and speaker development
- Communicate expert opinions and feedback on new data to Medical Affairs and program teams
- Train internal stakeholders on key scientific and medical topics in relevant clinical areas
- Develop an understanding of the regional landscape including specialties involved in care of patients
- Maintain compliance with all internal and external legal and regulatory guidelines
- Generate tactical regional plans to provide needs based, value-added support of the medical and scientific community in-line with company goals
- Maintain accurate reporting and documentation of MSL activities

KNOWLEDGE, SKILLS AND ABILITIES REQUIRED

Analytical Skills

Ability to compare, contrast and quality check work and pays keen attention to detail. Can analyze clinical data, trends and practices and present numerical data orally and in writing or through graphics.

Collaborative

Gets the right people involved at the right time to produce the best results.

Communication Skills

Superior interpersonal, client service, presentation, written and active listening skills. Master communicator who can tailor message for a given audience while presenting complex material in a clear and consistent manner. Establishes and maintains excellent relationships with all stakeholders.

Technology Skills

Proficient in Microsoft Office including Word, Excel, Power Point and Customer Relationship Management Systems (CRM), specifically Salesforce. A technical expert that knows the company's products and services inside and out and can apply the right ones to the right situation.

Ability to appropriately manage and maintain technology, at a home office and on the road, including phone, tablet, conference calls/web meetings, and all other portable office technologies.

Decision Making Skills

Ability to make clear, concise decisions and solve complex problems.

Innovation

Sees ways to increase value delivered to the account that others often don't. Recognizes the breakthrough change we can create for clients and the values we can co-create with clients. Synthesizes information and communicates the big picture.

Organizational Skills

Ability to organize, plan and prioritize work in a fast-paced work environment. Ability to achieve goals in a timely fashion.

Project Management Skills

Organizes the process of growing revenue and maintaining loyalty at the account. Ensures all deliverables are met and superior client service is delivered.

Results Driven

Leads the change for maximizing business inside the "market" of the account. Is focused on growth and moving things forward in a courageous manner.

Travel

Home office based. Ability and desire to travel on a frequent basis (75+%) and with short or minimal notice. This may include weekend and evening hours, also internationally for training.

WORK ENVIRONMENT, POSITION TYPE, EXPECTED HOURS

Professionalism and the ability to represent in office, hospital, and laboratory locations, including familiarity with appropriate safety and credentialing, is expected in this job role.

This is a full-time position.

REQUIRED EDUCATION AND EXPERIENCE

- PhD, M.D., CNN-NP or CNN
- 5-10 years of MSL experience
- Robust and current clinical development experience; prior nephrology experience required
- Must have well-established networks and active relationships with KOLs in the nephrology and critical care community
- Current knowledge of regulatory compliance requirements
- Experience writing and publishing materials in peer-reviewed publications
- History of building and influencing customer relationships, and goal achievement
- Experience with start-up companies preferred
- Experience with new product launch or introduction of a new assay preferred
- A valid driver's license and safe driving record

EEO STATEMENT

BioPorto is an equal opportunity employer. All qualified applications will receive consideration for employment without regard to sex, sexual orientation, gender identity or expression, race, color, religion, national origin, ancestry, genetic information, citizenship, age, disability, pregnancy, genetics, veteran status, or any other protected status under applicable federal, state, or local law.

OTHER DUTIES

Please note this job description is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities that are required of the employee for this job. Duties, responsibilities and activities may change at any time with or without notice.